

Best Available Copy

EXHIBIT A

FISB-2000-0821 "BMP" - OSC Execution Process - continued

[REDACTED]

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Response Due to IP&L :***Main Idea**

1. Describe your invention, stating the problem solved (if appropriate), and indicating the advantages of using the invention.

In order to protect IBM's Pricing and Supply leverage, we developed a method called "Price Masking". For Outsourced Box/Card Manufacturing, the CEM is allowed to run their own MRP, net their inventory and determine their component supply needs. Rather than have the CEM order the components directly from the supplier, we developed a new process where the CEM places a P.O. on IBM. For every P.O. received, a corresponding order is placed with a component supplier in accordance with the IBM sourcing contract and pricing agreement. This process was expanded in to accommodate the replenishment processes using CEM and IBM blanket P.O.'s and having the CEM forecast and pull directly with the suppliers. These processes utilize XML and EDI with the CEM's and Forms Exchange and EDI with the suppliers. In we will add a web based feature to enhance communication between the CEM's and CM's on pricing and leadtimes. We started with four Geographic Execution Locations to support our Worldwide Outsourced Activities and are in process of consolidating to one centrally managed process/system.

2. How does the invention solve the problem or achieve an advantage, (a description of "the invention", including figures inline as appropriate)?

The OSC Execution Process allows IBM to sell components to CEM's while protecting IBM's Pricing and Supplier leverage. In the projected sales to CEM'S is \$2.0B resulting in savings of \$300K.

3. If the same advantage or problem has been identified by others (inside/outside IBM), how have those others solved it and does your solution differ and why is it better?
Don't know.

4. If the invention is implemented in a product or prototype, include technical details, purpose, disclosure details to others and the date of that implementation.

The OSC Execution process with replenishment capability was implemented in with continual process improvements

Critical Questions (Questions 1-8 must be answered)**Question 1**

On what date was the invention workable?

Please format the date as MM/DD/YYYY

(Workable means i.e. when you know that your design will solve the problem)

***Question 2**

Is there any planned or actual publication or disclosure of your invention to anyone outside IBM?

☐ Yes

☒ No

If yes, Enter the name of each publication or patent and the date published below.

Publication/Patent:

Date Published or Issued:

Are you aware of any publications, products or patents that relate to this invention?

☐ Yes

☒ No

If yes, Enter the name of each publication or patent and the date published below.